RJ REYNOLDS

TOBACCO COMPANY

FILE COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 18, 1997

RJR Account #761406
Mr. J. Beltrami
KLEIN CANDY

SEPTEMBER DORAL B2G1F / PROMOTION #701143

Dear John:

DORAL B2G1F ***pre-sleeved*** product (6M) has been ordered (see quantities listed below), as well as 415 skus of B2G1F Displays (Item #530030) to pack and ship this promotion to your participating retail accounts.

DORAL BRAND STYLE	B2G1F UPC Code	#/ (6M) Cases B2G1F
Light	12300-22588	28
Light Men 100	12300-22592	28
Light 100	12300-22589	28
FF 100	12300-22590	13

DISPLAY DETAIL
EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.
EACH WHITE CARTON CONTAINS 3 PRE-SLEEVED B2G1F DEALS, PLUS 1 LOOSE LIVE PACK.
EACH DISPLAY CONTAINS 7 WHITE CARTONS OR '21 B2G1F OFFERS'.
THIS EQUATES TO 49 LIVE PACKS PER DISPLAY TO BE BILLED TO RETAIL.
IT IS STRONGLY RECOMMENDED THAT YOU PLACE 1 ADDITIONAL LOOSE LIVE PACK INTO EACH DISPLAY: *THIS WILL ENABLE YOU TO BILL RETAIL @ 5 CARTONS PER DISPLAY, RATHER THAN 4.9 CARTONS PER DISPLAY.*

PO #9767

Product / Premium Arrival:	**August 25, 1997**
Ship Date to Retail:	**Week of: September 8, 1997**
SKU CUBE :	**0.9960**
SKU WT (w/o Product):	**1.7000 lbs**
Retail Sales Offer per Sku:	**21 Offers**

Billing per Sku:
5 Savings Cartons (if additional live pack is added to Display)
4.9 Savings Cartons (if additional live pack is NOT added to Display)

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EET $ Amount: **$15,616.68**
(State Breakdowns:

NY - 3 Lt / 3 Lt Men 100 / 3 Lt 100	*$1,284.06*
NJ - 7 Lt / 7 Lt Men 100 / 7 Lt 100 / 7 FF 100	*$3,926.79*
PA - 18 Lt / 18 Lt Men 100 / 18 Lt 100 / 9 FF 100	*$10,405.83)*

PROMOTION DESCRIPTION: SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST.*

PLACE INTO EACH DISPLAY:
* 7 CARTONS OF FOUR DIFFERENT DORAL BRANDSTYLES (2 CTNS/ 2 CTNS/ 2 CTNS/ 1 CTN)
  BRAND STYLES: DORAL LIGHT / DORAL LT MEN 100 / DORAL LT 100 / DORAL FF 100
* 1 ADDITIONAL LOOSE LIVE DORAL PACK (ADD PACK ONLY IF BILLING @ 5 CARTONS PER DISPLAY)
* ONE COPY OF THE ATTACHED 'RETAILER LETTER'
  (USE ATTACHED AS 'MASTER' TO MAKE COPIES AS NECESSARY)

EACH DISPLAY WILL CONTAIN 21 B2G1F OFFERS, AND EITHER 7 OR 8 LOOSE LIVE PACKS.
(7 PACKS IF ADDITIONAL LIVE PACK IS NOT ADDED BY DIRECT ACCOUNT;
8 PACKS IF DIRECT ACCOUNT DOES ADD AN ADDITIONAL LIVE PACK).

RETAILER WILL PLACE THE LOOSE LIVE PACKS INTO ON-HAND INVENTORY.
(THE ENCLOSED 'RETAILER LETTER' EXPLAINS THIS)

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to $476.00 (34 (12M) case(s) @ $14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: J. McLean
Enclosures:
- Customer List
- Wholesaler Packing Instructions
- Retailer Letter

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-B2G1F.DOC

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Here's A September Offer That's Sure To Please:

Buy Two Packs And Get One Free!

This **"Buy 2 Packs - Get One Free"** promotion is always popular with customers! For added value, smokers are invited to join Doral & Co. and become eligible to receive free offers and savings all year long. The Doral & Co. insert is sandwiched between the two packs.

This impactful Window Paster is a convenient 12"x12½" size and allows you to place it almost anywhere in your store.

The compact Display Unit easily fits on most counters. Offers come pre-sleeved in white cartons along with a fully assembled display that maximizes your retail counter space.

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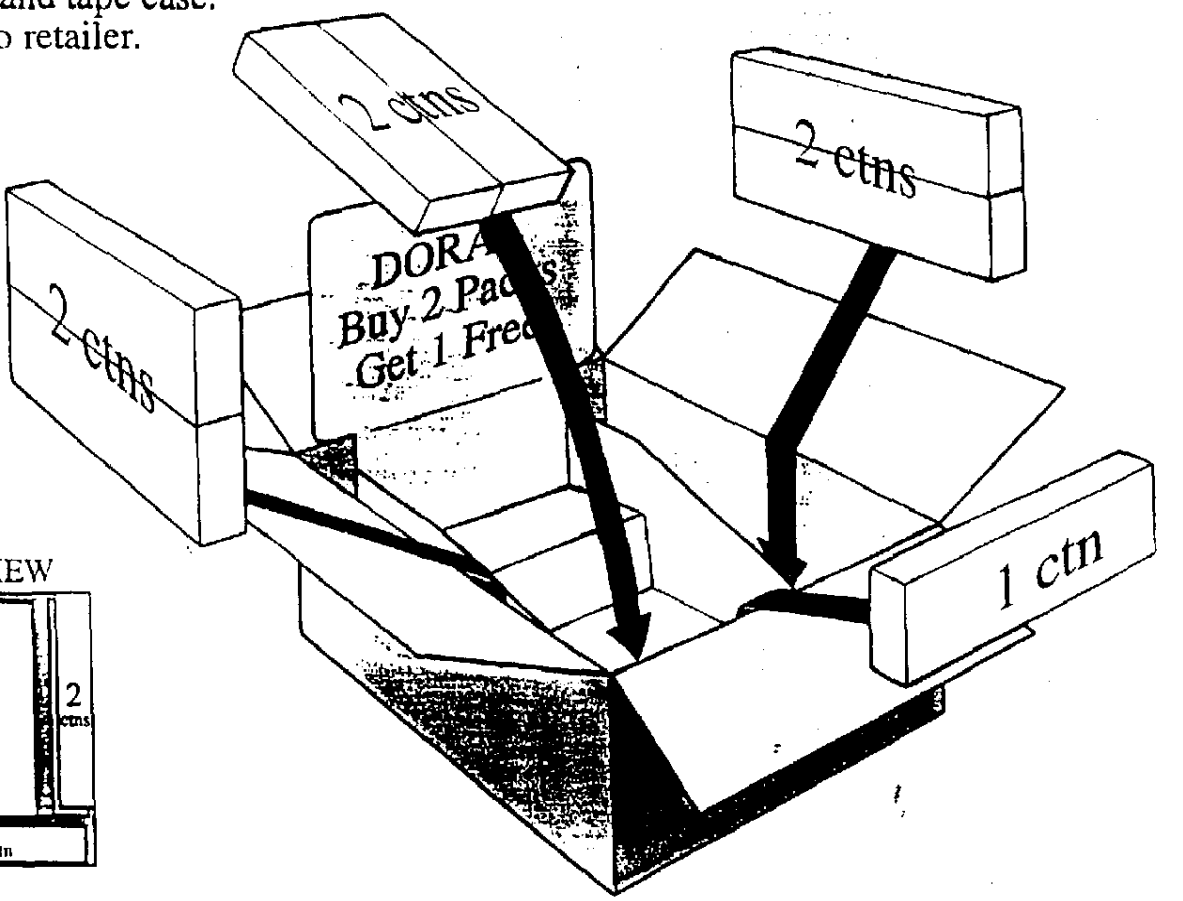
WHOLESALER PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS--3RD QTR.'97

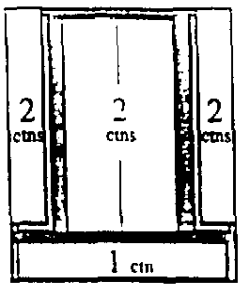
September DORAL B2G1F (Buy 2 Packs Get 1 Pack Free)

STEPS

1. Open DORAL B2G1F shipping case.
2. Place 7 cartons of DORAL promotional product into shipper/display. **(Promotional product is in white cartons and is pre-sleeved).**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



TOP VIEW



Item: #530030
Description: DORAL September B2G1F Display/POS Kit

Brand Style	LIGHT	LT MEN 100	LIGHT 100	FF 100		
Number of Cartons	2	2	2	1		

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5N55B2 WORKPLAN VAP TEMPLATE LISTING PAGE: 1

DATE: 97-07-08
TIME: 09:05 AM

WHOLESALER : 162800 NORMAN J. DRESSLER <DIRECT>
TEMPLATE :
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122104		658665	ARUN INTERNATIONAL	60 CAVEN POINT RD	JERSEY CITY	NJ	07305	1		3666-0000	KLEIN	(201)451-1550
122104		714335	JAY DISTRIBUTORS	451-453 SAINT PAU	JERSEY CITY	NJ	07306	37			KLEIN	(201)222-0400
122104		543805	VIKISHA INC.	451 - 453 ST.PAUL	JERSEY CITY	NJ	07306	100				(201)222-0400
134064		573005	ERNIE'S WHOLESALE	810 W WASHINGTON	ALLENTOWN	PA	18102	6				

PAGE BREAK TOTAL ACCOUNTS 4 TOTAL QUANTITY 144

TEMPLATE TOTAL ACCOUNTS 4 TOTAL QUANTITY 144

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WHOLESALER : 162800 NORMAN J. DRESSLER <DIRECT>
TEMPLATE : 701143 70900 DOR B2G1F SEPT
TEMPLATE SEQ : 0014
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
132601	132220	745351	CR FRIENDLY #14	62 N MAIN ST	STEWARTSTOWN	PA	17363	2		1861-0000		(717)993-5423
133001	133022	194688	PARKWAY EXXON	750 MEMORIAL PKY	PHILLIPSBURG	NJ	08865	3				(908)454-2525
133204	133226	059033	TOM'S TOBACCO	2525 EASTON AVE	BETHLEHEM	PA	18017	1			947507	(215)861-0390
133204	133226	403215	EASTON AVENUE EXXON	2038 EASTON AVE	BETHLEHEM	PA	18017	4				(215)691-3300
133204	133221	756269	SIMPLY SMOKES INC	1044 UNION BLVD	ALLENTOWN	PA	18103	3				(610)439-7905
133204	133226	894045	TREON	1027 W BROAD ST	BETHLEHEM	PA	18018	4				(215)865-2921
133204		183593	SMOKE SHOP	1706 W CHEW ST	ALLENTOWN	PA	18104	1				
133204	133226	745366	CR FRIENDLY #54	3010 SCHOENERSVIL	BETHLEHEM	PA	18017	1		1861-0000		(610)863-1098
133204	133221	745368	CR FRIENDLY #63	1043 LEHIGH ST #	ALLENTOWN	PA	18103	1		1861-0000		(610)740-0611
133204	133221	415867	C. R. FRIENDLY #19	4755 MAIN ST	WHITEHALL	PA	18052	1		1861-0000		(610)261-9060
133204	133221	487156	FULLERTON SELF SERV	#100	WHITEHALL	PA	18052	1		1861-0000		(610)264-4109
133204	133221	510976	C. R. FRIENDLY #33	3640 ROUTE 309	OREFIELD	PA	18069	1		1861-0000		(610)395-3110
133204	133221	613225	CR'S FRIENDLY MKT	802-824 UNION BLV	ALLENTOWN	PA	18103	1		1861-0000		(610)435-8835
133204	133221	662025	C R FRIENDLY #53	702 NTH 19TH ST	ALLENTOWN	PA	18104	1		1861-0000		(610)432-9235
133204	133226	760979	C. R. FRIENDLY #38	3283 EASTON AVE	BUTZTOWN	PA	18017	1		1861-0000		(215)867-699
133205	133229	025660	COVENTRY MART	1453 S HANOVER ST	POTTSTOWN	PA	19464	1				(610)327-3114
133205	133229	540772	COLE TOBACCOLAND	213 HIGH STREET	POTTSTOWN	PA	19464	3				(610)323-6060
133205	133229	625733	HEIDI SUE VARIETY	230 BRIDGE ST	PHOENIXVILLE	PA	19460	1			961268	(610)935-1123
133208	133226	032886	C.R.FRIENDLY #28	418 E 4TH ST	BETHLEHEM	PA	18015	1		1861-0000		(215)868-8111
133208	133226	505459	LU CO CUT RATE	247 NORTHAMPTON S	EASTON	PA	18042	5				(610)258-3561
133208	133226	604382	RIVERSIDE EXXON	3RD & LARRY HOLME	EASTON	PA	18042	5				(610)253-5909
133208	133226	095978	C. R. FRIENDLY #17	4002 CHESTNUT ST	EMMAUS	PA	18049	1		1861-0000		(610)967-6572
133208	133226	546033	C.R. FRIENDLY #35	3600 A ROUTE 378	BETHLEHEM	PA	18015	1		1861-0000		(610)868-1667
133208	133226	657092	CHUCKY'S FOOD & BEE	154-164 ST JOSEPH	EASTON	PA	18042	3				(610)515-0700
162204	162224	261825	WYOMING BEVERAGE	120 E TIOGA ST	TUNKHANNOCK	PA	18657	5				(717)836-2221
162204		212016	ROOF WHOLESALE CO	RR 2 BOX 160	TOWANDA	PA	18848	1				(717)265-7669
162204		085824	VILLAGE SWEETSHOP	255 RT 6	MESHOPPEN	PA	18630	1				(717)833-2991
162204		474321	WINOLA MARKET	PO BOX 279	LAKE WINOLA	PA	18625	1				(717)378-2965
162204	162223	507050	DOCS DELILICIOUS	477 CARBONDALE RD	CLARKS SUMMIT	PA	18411	1				(717)586-2612
162204		528629	A&R FOOD SHOP	178 E TIOGA ST	TUNKHANNOCK	PA	18657	1				(717)836-1868
162204	162224	547692	HONCHELS MARKET IGA	100 TAYLOR AVE.	WYALUSING	PA	18853	1				(717)746-1107
162204	162224	573542	AINEYS MARKET	P.O. BOX 136	SPRINGVILLE	PA	18844	1			63786	(717)965-2797
162204	162226	660694	ANGLE MARKET #2	208-210 COURT STR	BINGHAMTON	NY	13901	2				(607)724-1538
162204	162228	688522	NORTH TOWANDA DELI	RR1	TOWANDA	PA	18848	5				(717)265-7776
162204	162224	691152	COUNTRY SMOKE SHOP	RR 6	TUNKHANNOCK	PA	18657	4			973842	(717)836-3622
162204	162224	740878	RUSHBORO GENERAL ST	RR 3 BOX 152A	MESHOPPEN	PA	18630	1				(717)869-1570
162204	162223	490766	A-PLUS 60274	800 NORTHERN BLVD	CLARKS SUMMIT	PA	18411	1	PEN	0362-0101		(717)587-4971
162208		021107	ORLOSKI QUIK MART	240 S RIVER ST	WILKES BARRE	PA	18705	1		3649-0000		(717)829-9657
162208	162224	463743	BENTON TEXACO	10 MAIN STREET	BENTON	PA	17814	1				(717)925-6808
162208	162220	487017	FETCHS FOOD STORE	187 WYOMING AVE	WYOMING	PA	18644	1				(717)693-0123
162208	162220	502080	DON'S DELI	185 W END RD	WILKES BARRE	PA	18702	1				(717)824-8534
162208		513723	ORLOSKIS QUIK MART	MIDDLE RD & EXPY	NANTICOKE	PA	18634	1		3649-0000		(717)735-7192

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WHOLESALER : 162800 NORMAN J. DRESSLER <DIRECT>
TEMPLATE : 701143 70900 DOR B2G1F SEPT
TEMPLATE SEQ : 0014
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162208	162220	516458	PENN CORNER	1603 SANS SOUCI P	WILKES BARRE	PA	18702	1				(717)824-2002
162208		521414	ORLOSKIS SERVICE	215-217 S MAIN ST	TAYLOR	PA	18517	1		3649-0000		(717)562-2158
162208	162220	529649	THRIFTY BEV. OF W-B	734 SANS SOUCI PK	WILKES BARRE	PA	18702	1				(717)823-2117
162208	162220	531356	NEW MART	ROUTE 11	LARKSVILLE	PA	18704	1				(717)779-2540
162208	162220	532010	BANAS FOOD MART	BUTLER & N. PENNA	WILKES BARRE	PA	18702	1				(717)826-1612
162208	162220	540861	SMITHS COUNTRY STOR	RR 2 BOX 440A	HARVEYS LAKE	PA	18618	1				(717)639-2127
162208	162224	541391	B&S DISTRIBUTORS	80 MAIN STREET	MOCANAQUA	PA	18655	1				(717)542-4448
162208		551045	ORLOSKI'S QUIK MART	639 N MAIN ST	WILKES BARRE	PA	18705	1		3649-0000		(717)823-0850
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	18643	5				(717)654-6775
162208		553931	ORLOSKI'S	805 SHOEMAKER AVE	WYOMING	PA	18644	1		3649-0000		(717)693-3881
162208	162220	567306	PETERS DELI	498 N MAIN ST	WILKES BARRE	PA	18702	3				(717)820-9633
162208	162220	568295	FRANKS NEWSTAND	4 S MAIN ST	WILKES BARRE	PA	18701	1				(717)824-3111
162208	162221	593429	BATH SHELL	7857 BETH BATH PI	BATH	PA	18014	1				(610)837-7311
162208	162221	597594	CONVENIENT FOOD 301	625 DELAWARE AVE	PALMERTON	PA	18071	1				(215)826-6565
162208		598788	ORLOSKI'S MINI MART	10 CARVERTON RD	TRUCKSVILLE	PA	18708	1		3649-0000		(717)696-5037
162208	162220	598790	ORLOSKI'S MINI MART	RR#5 RT.309	DALLAS	PA	18612	1		3649-0000		(717)675-7337
162208	162220	613093	LEO MATUS	46 PUBLIC SQ	WILKES BARRE	PA	18701	3				(717)822-3613
162208		636729	ORLOSKIS	8TH ST & WYOMING	WYOMING	PA	18644	1		3649-0000		(717)693-4646
162208		651761	ORLOSKI QUIK MART	815 KIDDER ST	WILKES BARRE	PA	18702	1		3649-0000		(717)829-4011
162208	162222	662762	WILLIAMS ST NEWS	5 WILLIAM ST	PITTSTON	PA	18640	1				(717)655-5211
162208		664986	ORLOSKIS	RT 115 & 940	BLAKESLEE	PA	18610	1		3649-0000		(717)646-5455
162208	162220	743045	THOMAS' FAMILY MKT	550 WASHINGTON AV	PLYMOUTH	PA	18651	1				(717)779-7725
162208		776552	ORLOSKIS QUICK MART	RD#1 RT 115	WILKES BARRE	PA	18705	1		3649-0000		(717)829-8383
162208		776936	ORLOSKI'S SHELL	RT. 940 AND RT. 8	LAKE HARMONY	PA	18624	1		3649-0000		(717)443-8859
162208	162222	776953	WYOMING VALLEY BEV	855 EXETER AVE	WEST PITTSTON	PA	18643	5				(717)654-6811
162208	162220	777165	NEW MARKET	322 CAREY AVE	WILKES BARRE	PA	18702	1				(717)825-9967
162208		023190	ORLOSKI'S SERVICE	PENNA.AVE.&N.HAMP	WILKES BARRE	PA	18702	2		3649-0000		(717)829-4211
162208	162224	540851	C.R. FRIENDLY #34	805 NEW BERWICK H	BLOOMSBURG	PA	17815	1		1861-0000		(717)387-1101
162208	162220	023192	ORLOSKI'S QUIK MART	3765 NUANGOLA RD	MOUNTAIN TOP	PA	18707	1		3649-0000		(717)868-5595
162208		058112	ORLOSKIS	14 N MARKET ST	NANTICOKE	PA	18634	1		3649-0000		(717)735-9981
162208		071333	ORLOSKIS	MARKET ST	KINGSTON	PA	18704	1		3649-0000		(717)288-3103
162208	162220	087695	CONVENIENT FOOD MAR	101 MAIN & TENNER	LUZERNE	PA	18709	1				(717)283-2654
162208	162221	183740	REX MARKET INC.	23 W. LIZARD CREE	ASHFIELD	PA	18212	1				(610)377-3890
162208	162220	185047	MATUS NEWS	39 E MAIN ST	PLYMOUTH	PA	18651	5				(717)779-4058
162208	162220	185518	JERRYS ECONOMY	RD 1	HUNLOCK CREEK	PA	18621	1				(717)256-3271
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	18701	5				(717)823-7848
162208	162220	185591	PETERS ICE CREAM	159 BLACKMAN ST	WILKES BARRE	PA	18702	5				(717)825-7044
162208	162222	275885	CONVENIENT FOOD	610 MAIN ST	AVOCA	PA	18641	1				(717)451-0881
162208	162220	303797	DOMOCO GAS & OIL CO	412 S MAIN ST	WILKES BARRE	PA	18703	1				(717)822-7355
162208		306778	ORLOSKI'S	RT. 11	MOOSIC	PA	18507	1		3649-0000		(717)457-9901
162208	162221	364079	ORLOSKI'S	ROUTE 80, EXIT 40	WHITE HAVEN	PA	18661	1		3649-0000		(717)443-8830
162208		399668	ORLOSKI'S MINI MART	RT 309	WILKES BARRE	PA	18702	1		3649-0000		(717)829-0888
162208	162221	415082	GOLDEN KEG	619 DELAWARE AVE	PALMERTON	PA	18071	2				(215)826-2337

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WHOLESALER : 162800 NORMAN J. DRESSLER <DIRECT>
TEMPLATE : 701143 70900 DOR B2G1F SEPT
TEMPLATE SEQ : 0014
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162208	162222	777166	A-PLUS #60278	308 S MAIN ST	PITTSTON	PA	18640	1	PEN	0362-0101		(717)655-4772
162209	162222	077283	LINDEN MINI MART	535 LINDEN ST	SCRANTON	PA	18503	1				(717)342-8656
162209		572519	ORLOSKIS TEXACO	350 PROSPECT ST	EAST STROUDSBU	PA	18301	1		3649-0000		(717)424-0380
162209	162227	636743	BEAR BEVERAGE	RD1 BOX 86V RT 73	DINGMANS FERRY	PA	18328	1				(717)828-7676
162209	162223	658111	CONVENIENT FOOD MAR	601 WASHINGTON AV	JERMYN	PA	18433	1				(717)876-5354
162209		697356	RINALDI PIZZA & SUB	317 S BLAKELY ST	DUNMORE	PA	18512	1				(717)347-5515
162209	162227	699173	LAKEVIEW PLAZA	RR 1 BOX 136	DINGMANS FERRY	PA	18328	1			66723	(717)828-6236
162209		744029	C-STOP CONVENIENT	5222 MILFORD RD	E STROUDSBURG	PA	18301	1				(717)588-1985
162209	162222	776968	CONVENIENT FOODS	BLVD & OLUPHANT	SCRANTON	PA	18509	1				(717)343-4847
162209		776983	SAMS DELI	116 N MAIN ST	TAYLOR	PA	18517	1				(717)562-3360
162209		777056	ORLOSKIS	RT 940	POCONO PINES	PA	18350	1		3649-0000		(717)646-1808
162209	162221	777547	MIGGYS	RT 209	BUSHKILL	PA	18324	1				(717)588-6698
162209	162223	961465	CONVENIENT FOOD	300 CEDAR AVE	SCRANTON	PA	18505	1				(717)346-7700
162209	162222	964104	CONVENIENT FOOD 300	MOOSIC & MEADOW A	SCRANTON	PA	18505	1				(717)342-5999
162209	162221	184473	TOWN & COUNTRY	125 BROAD ST	STROUDSBURG	PA	18360	1				(717)421-6170
162209		185481	ARNOLD'S SUNOCO	RT 739	DINGMANS FERRY	PA	18328	1				(717)828-9203
162209	162222	185663	MARKOWITZ BROS.	256 WYOMING AVE	SCRANTON	PA	18503	2				(717)342-0305
162209		185983	JUNIORS	419 GEORGE ST	THROOP	PA	18512	1				(717)383-2232
162209	162227	186085	WEINGERS	1206 MAIN ST	HONESDALE	PA	18431	1				(717)253-0641
162209	162223	241485	LAKEVIEW FOOD MART	RR#2 BOX 242	JERMYN	PA	18433	1				(717)254-6377
162209		279211	ORLOSKI'S TEXACO	RT. 196	TOBYHANNA	PA	18466	1		3649-0000		(717)839-6353
162209	162221	376128	GAP MINI MART	PO BOX 555	DE WATER GAP	PA	18327	1				(717)476-3180
162209	162222	449190	ORLOSKIS QUICK MART	DAVIS STREET	SCRANTON	PA	18505	1		3649-0000		(717)342-1891
162209	162222	503383	QWIK MART, INC.	RT. 590 RR#4 BO	LAKE ARIEL	PA	18436	2				(717)698-7744
162209	162222	503590	SPEEDY SHOP	141 WYOMING AVE	SCRANTON	PA	18503	3				(717)961-6096
162209	162222	552036	ORLOSKI'S SVC. STA.	MULBERRY & FRANKL	SCRANTON	PA	18503	1		3649-0000		(717)343-6550
173802	173826	357127	GOLDENRIDGE TRAVEL	250 RIDGE RD	YORK SPRINGS	PA	17372	1			944363	(717)528-8800
173802	173826	333178	C. R. FRIENDLY #43	3311 N. GEORGE ST	EMIGSVILLE	PA	17318	1		1861-0000		(717)764-9536
173802	173825	489386	C. R. FRIENDLY #47	R. D. #1, FISHING	ETTERS	PA	17319	1		1861-0000		(717)938-1428
173802	173825	597884	C. R. FRIENDLY	104 N. STATE ROAD	MARYSVILLE	PA	17053	1		1861-0000		(717)957-2286
173802	173825	630998	C R FRIENDLY #56	402 S 3RD ST	LEMOYNE	PA	17043	1		1861-0000		(717)774-8415
173802	173825	745615	C. R. FRIENDLY #55	55 ROBINHOOD DR	ETTERS	PA	17319	1		1861-0000		
173802	173828	777307	C. R. FRIENDLY #48	RT 462	COLUMBIA	PA	17512	1		1861-0000		(717)084-0721
173803	173829	473731	C. R. FRIENDLY #29	1500 S MARKET ST	ELIZABETHTOWN	PA	17022	1		1861-0000		(717)361-7887
173803	173829	491008	C.R. FRIENDLY #46	560 E HIGH ST	ELIZABETHTOWN	PA	17022	1		1861-0000		(717)367-8649
173803	173829	621172	FRIENDLY MINI MKT #	6821 PAXTON ST	HARRISBURG	PA	17111	1		1861-0000		(717)564-0206
173803	173825	621343	FRIENDLY MINI MKT #	154 N FRONT ST	STEELTON	PA	17113	1		1861-0000		(717)939-1514
173803	173829	645573	C R FRIENDLY MKT #6	PO BOX 27	CAMPBELLTOWN	PA	17010	1		1861-0000		(717)838-3001
173803	173829	090435	C. R. FRIENDLY #1	E. MAIN STREET	ANNVILLE	PA	17003	1		1861-0000		(717)867-4754
173803	173821	137851	C.R. FRIENDLY #09	RT 72	MANHEIM	PA	17545	1		1861-0000		(717)664-2300
173803	173821	202093	C. R. FRIENDLY #40	135 S. 12TH STREE	LEBANON	PA	17042	1		1861-0000		(717)273-7806
173803	173821	385094	C R FRIENDLY	476 N READING RD	EPHRATA	PA	17522	1		1861-0000		(717)733-3371
173803	173821	401602	C.R. FRIENDLY #11	EAST 28TH DIV. HG	LITITZ	PA	17543	1		1861-0000		(717)627-3553

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SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
173803	173821	413224	C. R. FRIENDLY #25	993 S STATE ST	EPHRATA	PA	17522	1		1861-0000		(717)738-4295
173803	173821	498336	C. R. FRIENDLY #31	600 E LINDEN ST	RICHLAND	PA	17087	1		1861-0000		(818)866-7684
173803	173821	512397	C.R. FRIENDLY 32	ROUTE 501	MOUNT AETNA	PA	19544	1		1861-0000		(717)933-5043
173803	173829	608376	C. R. FRIENDLY #52	ROUTE 72 & I-81	JONESTOWN	PA	17038	1		1861-0000		(717)865-2145
173803	173821	621355	C R FRIENDLY #3	ROUTE 72 SOUTH	MANHEIM	PA	17545	1		1861-0000		(717)273-7871
173803	173821	622041	C R FRIENDLY #51	742 WALNUT ST	LEBANON	PA	17042	1		1861-0000		(717)228-1226
173803	173821	645709	C R FRIENDLY #16	RT 501 & RT 897	SCHAEFFERSTOWN	PA	17088	1		1861-0000		(717)949-3240
173803	173821	691113	C R FRIENDLY MKT #3	302 E EVERGREEN R	LEBANON	PA	17042	1		1861-0000		(717)273-6205
173803	173828	075795	C.R. FRIENDLY 23	905 E MAIN ST	MOUNT JOY	PA	17552	1		1861-0000		(717)653-9726
173803	173829	720345	KREISERS CITGO	1610 N 7TH ST	LEBANON	PA	17046	1		2478-0000	54404	(717)270-5470
173803	173829	720346	KREISERS CITGO	RACE HORSE DRIVE	JONESTOWN	PA	17038	1		2478-0000	54403	(717)865-2105
173803	173821	776294	FRIENDLY MINI MKT #	2001 E CUMBERLAND	LEBANON	PA	17042	1		1861-0000		(717)274-5302
173803	173821	491023	C.R. FRIENDLY #44	511 FURNACE HILLS	LITITZ	PA	17543	1		1861-0000		(717)627-2186
173804	173843	573208	C. R. FRIENDLY #49	99 MAYNARD ST	WILLIAMSPORT	PA	17701	1		1861-0000		(717)322-3772
173804	173845	551569	C. R. FRIENDLY #36	ROUTE 11 & 15	SELINSGROVE	PA	17870	1		1861-0000		(717)743-1180
173804	173824	619657	QWIK STOP KREISER	FUEL SERVICES	TREMONT	PA	17981	1		2478-0000	24660	(717)695-2700
173804	173845	180538	GREEN VALLEY CAMPGR	RR 1 BOX 203	NEWPORT	PA	17074	1			950006	(717)567-3039
173806		032179	ORLOSKIS QUIK MART	RR 1 PO BOX 44	SUGARLOAF	PA	18249	1		3649-0000		(717)788-1710
173806		697048	J & E QUICK MART	273 S MAIN RD	MOUNTAIN TOP	PA	18707	1				(717)474-9180
173806	173820	697059	JIMBOS FREELAND PRT	RT 940 BOX 1777	FREELAND	PA	18224	1				(717)636-0400
173806	173820	776491	FEGLEYS MINI MKT	CENTER ST	TAMAQUA	PA	18252	1		5112-0000		(717)668-0728
173806		776493	ORLOSKIS	903 HAZLE ST	FREELAND	PA	18224	1		3649-0000	KLEIN	(717)636-9930
173806	173820	776560	RONS HILLTOP MARKET	241 CENTER AVE	JIM THORPE	PA	18229	2				(717)325-4022
173806		777393	ORLOSKIS QUIK MART	419 E BROAD ST	HAZLETON	PA	18201	1		3649-0000		(717)454-9529
173806	173820	777540	CONVENIENT FOOD MAR	51 W JUNIPER ST	HAZLETON	PA	18201	1				(717)454-2110
173806	173820	805509	C&P MARKET	118 E CHESTNUT ST	HAZLETON	PA	18201	2				(717)454-0141
173806	173827	032893	C.R. FRIENDLY #57	RTS 222 & 662	FLEETWOOD	PA	19522	1		1861-0000		(215)944-0821
173806	173824	072927	FEGLEY MINI-MART	ROUTE 61	SCHUYLKL HAVN	PA	17972	1		5112-0000		(717)385-5036
173806	173820	092274	CONVENIENT FOOD MAR	700 FRONT ST	FREELAND	PA	18224	1				(717)636-0603
173806	173827	348308	C.R. FRIENDLY #10	8 E WEIS ST	TOPTON	PA	19562	1		1861-0000		(610)682-6759
173806	173827	410360	C.R. FRIENDLY #58	1050 SHOEMAKER AV	SHOEMAKERSVILL	PA	19555	1		1861-0000		(610)562-4944
173806	173820	475876	C.R. FRIENDLY #61	307 CENTER ST	TAMAQUA	PA	18252	1		1861-0000		(717)668-4509
173806	173824	488105	C.R. FRIENDLY #27	RR 4 BOX 291	PINE GROVE	PA	17963	1		1861-0000		(717)345-2296
173806	173824	646097	C. R. FRIENDLY #59	520 S HEHIGH AVE	FRACKVILLE	PA	17931	1		1861-0000		(717)874-4065
173806	173827	745614	C. R. FRIENDLY #26	RT 4037 MOSELEM S	FLEETWOOD	PA	19522	1		1861-0000		(610)914-0281
173806	173824	745617	C. R. FRIENDLY #50	20 POTTSVILLE ST	CRESSONA	PA	17929	1		1861-0000		
173806	173820	183751	MERFS NEWS	48 N WYOMING ST	HAZLETON	PA	18201	1				(717)455-8608
173806	173820	183752	PENCE VARIETY	586 ALTER ST	HAZLETON	PA	18201	1				(717)454-9106
173806		183754	GOLDY'S	RR #4	DRUMS	PA	18222	1				(717)788-4153
173806	173820	183914	DUGANS VARIETY	60 BROADWAY	JIM THORPE	PA	18229	2				(717)325-4600
173806	173820	183956	J & E IGA	MAIN AND HUDSONDA	WEATHERLY	PA	18255	1				(717)427-4370
173806	173820	183958	COMMUNITY NEWS	29 WILBUR ST	WEATHERLY	PA	18255	1				(717)427-4312
173806	173820	183992	STEFANICK BROS MOBI	435 E BROAD ST	HAZLETON	PA	18201	1				(717)454-7966

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TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
173806	173820	184015	BEER STORE	974 N VINE ST	HAZLETON	PA	18201	4				(717)455-9501
173806	173820	184050	STEFANICK BROS MOBI	RT 309, SCHOOL ST	MILNESVILLE	PA	18239	1				(717)459-2367
173806	173820	312585	MERMON MINI MART	701 E CATAWISSA S	NESQUEHONING	PA	18240	2				(717)669-6777
173806	173820	355604	FEGLEY MINI MART	146 S KENNEDY DR	MCADOO	PA	18237	1		5112-0000		(717)929-3828
173806	173820	393724	TRESCKOW SUPER FOOD	21 WALNUT STREET	TRESCKOW	PA	18254	1				(717)455-2641
173806		412690	GROCERIES PLUS	1003 N VINE ST	HAZLETON	PA	18201	1				(717)455-1516
173806	173827	457433	SUNOCO #5104	600 SHOEMAKERSVIL	SHOEMAKERSVILL	PA	19555	1		0362-0101	965400	(610)562-4372
173806		469572	ORLOSKIS FOOD MART	36 S MOUNTAIN BLV	MOUNTAIN TOP	PA	18707	1		3649-0000		(717)474-2380
173806		518834	ORLOSKI MINI MART	ROUTE 309	DRUMS	PA	18222	1		3649-0000		(717)788-1139
173806		547695	ORLOSKI'S QUIK MART	S. MOUNTAIN BLVD.	MOUNTAIN TOP	PA	18707	2		3649-0000		(717)474-9311
173806		568876	ORLOSKIS QUICK MART	285 S CHURCH ST	HAZLETON	PA	18201	1		3649-0000	KLEIN	(717)454-4339
173806	173820	576096	A-1 SUPERMARKET	447 S POPLAR ST	HAZLETON	PA	18201	1				(717)459-5900
173806	173820	595840	BAJA INC. J&J FOOD	P.O. BOX 440-B	HAZLETON	PA	18201	1				(717)454-2707
173807	173821	387099	C R FRIENDLY #12	328 E PENN AVE	WERNERSVILLE	PA	19565	1		1861-0000		(215)678-6427
173807	173821	032897	C.R. FRIENDLY 20	3180 OREGON PIKE	LEOLA	PA	17540	1		1861-0000		(717)656-6434
173807	173821	061096	C.R. FRIENDLY 22	300 EAST HIGH	TERRE HILL	PA	17581	1		1861-0000		(215)445-5902
173807	173821	223265	C. R. FRIENDLY #7	154 SHILLINGTON R	SINKING SPRING	PA	19608	1		1861-0000		(610)678-9903
173807	173822	324133	C. R. FRIENDLY #42	2281 BEAVER VALLE	QUARRYVILLE	PA	17566	1		1861-0000		(717)786-4784
173807	173821	467265	C. R. FRIENDLY #64	920 W MAIN ST	NEW HOLLAND	PA	17557	1		1861-0000		(717)656-9440
173807	173822	489277	C.R. FRIENDLY # 30	RTE. 41 & 10	COCHRANVILLE	PA	19330	1		1861-0000		(610)593-2225
173807	173821	654924	C. R. FRIENDLY #18	986 E MAIN ST	NEW HOLLAND	PA	17557	1		1861-0000		(717)354-6472
173807	173822	665368	C.R. FRIENDLY #39	1028 BEN FRANKLIN	DOUGLASSVILLE	PA	19518	1		1861-0000		(610)385-7680
173807	173828	745613	C. R. FRIENDLY #24	777 NEW HOLLAND A	LANCASTER	PA	17602	1		1861-0000		(717)092-1368
173807	173828	312900	C. R. FRIENDLY #41	1660 ROHRERSTOWN	LANCASTER	PA	17601	1		1861-0000		(717)560-3532
173807	173822	592254	BENTZ'S SERVICE STA	MAIN & FURNACE	BIRDSBORO	PA	19508	1			948373	(610)582-2271
173807	173822	777391	ARA CONSULTING LTD.	BOX 2313A RT 41	GAP	PA	17527	1			944314	(717)442-9115

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RJR TOBACCO

To All RJR Retail Partners

RETAILER LETTER

DORAL B2G1F

OUR #1 PRIORITY IN 1997 WILL BE TO GET OUR PROMOTIONS TO YOUR CUSTOMERS IN THE QUICKEST WAY POSSIBLE. OUR 1997 PROMOTIONS DIFFER FROM PAST PROMOTIONS AS FOLLOWS:

- WE ASK YOU TO ASSEMBLE DISPLAYS AT YOUR STORE.
- EACH DISPLAY CONTAINS UNPROMOTED LOOSE PACKS.

IMPORTANT NOTE: THIS IS NOT A MISTAKE AT YOUR WHOLESALER.

DO NOT RETURN THIS PRODUCT TO YOUR WHOLESALER.

PLACE THIS PRODUCT INTO YOUR REGULAR INVENTORY.

AS ALWAYS, THANK YOU FOR YOUR ASSISTANCE IN THE MARKETING OF OUR PRODUCTS. IF YOU HAVE ANY QUESTIONS REGARDING THIS SHIPMENT PLEASE CONTACT YOUR RJR REPRESENTATIVE.

RETAILDOC

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